



## Sunil Kanoria

President, ASSOCHAM  
Vice Chairman,  
Srei Infrastructure Finance Limited

From humble beginnings to being at the helm of one of India's leading integrated infrastructure institutions with global reach, Sunil Kanoria has traversed this journey with integrity and determination as his core values.

A follower of the teachings of Swami Vivekananda and the Vedanta philosophy, spirituality has defined Sunil's personal and work life from the very onset. With foresight and knack for taking calculated risks, Sunil has an enviable proven track record of reshaping India's infrastructure landscape.

He is the Trustee of the Kanoria Foundation which under its umbrella has entities with a total asset base of approximately USD 10 billion. The group is at the vanguard of thought leadership in the country, especially in the area of infrastructure development and financing.

As the Vice Chairman of Srei Infrastructure Finance Limited, a Kanoria Foundation entity, Sunil has been instrumental in bringing around USD 5.5 billion of consolidated assets under the company's management.

Srei launched its initial public offering in 1992 and was listed on all major stock exchanges. Five years later, foreign development finance institutions such as IFC, FMO and DEG came on board as strategic equity partners. Today, Srei is one of India's leading Public Financial Institutions.

Sunil is a visionary who understood the latent needs of the Indian economy and successfully converted several potential ideas into business reality. Several of them were first of its kind and created new business sectors.

Sunil conceptualised "Quippo". Be it launching the country's largest infrastructure equipment rental company or catering to the high growth verticals such as construction, telecom, energy and oil & gas, under his guidance brand Quippo has become the leader in equipment rental industry. He envisioned and laid the foundations of independent telecom infrastructure industry in India under the aegis of Quippo Telecom more than a decade ago.

Sunil championed the cause of multi operator shared tower ("MOST") policy, which changed the Indian telecom tower landscape. He formed a joint venture with Tata Teleservices to form Viom Networks, which is now India's largest telecom tower company with over 42,000 towers. Recently, American Tower Corporation has acquired Srei's stake in Viom in the largest Foreign Direct Investment ("FDI") deal in India's telecom sector in FY16.

Under Sunil's guidance, Srei Equipment Finance Limited has emerged as India's number one infrastructure equipment financier with over 30% market share.

Today Sunil is one of the most respected business thought leaders, especially in the area of infrastructure development and financing. He has been entrusted with the honour of leading "ASSOCHAM", India's oldest and leading chamber of commerce, as President.

Sunil is the Honorary Consul of Spain in Kolkata. He has also been nominated as a Member of the India-Malaysia CEOs Forum. Sunil is nominated by the Government of India as a Member of the India-Korea CEOs Forum. He has been elected as a Member of the Governing Council of India International Chamber of Commerce. He is also the Governing Body Member of Construction Industry Development Council. Sunil has served as Member of the Construction Sector in the 10th Five Year Plan of the Planning Commission of the Government of India. He is a Council Member of the Institute of Chartered Accountants of India, nominated by the Government of India.

Apart from being a seasoned business leader, Sunil along with his wife is actively engaged in various philanthropic activities in the area of child education and women empowerment under the brand "Suryodaya".

Further to unleash the power of rural entrepreneurship, Sunil along with his brother has created strong rural infrastructure network under the brand "Sahaj" providing revenue opportunities to more than 50,000 rural entrepreneurs impacting millions of lives in rural India.



**Kanoria  
Foundation**  
WORK WITH DEVOTION

